



Utah District Office

Information for the Small Business Community

District Director – Stan Nakano

April 2008

U.S. Small Business Administration

Utah District Office
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Date of Newsletter: April 8, 2008
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Save the Date:

More information can be obtained at
www.sba.gov/ut and select Events Calendar

04/10/2008 SBDC Business Basic Series

Location: DATC
Address: 550 East 300 South, Kaysville,
Time: 6:00 pm to 8:00pm

04/10/2008 Fast Trac Tech Venture

Location: SLCC, Miller Campus
Address: Rm MPDC226, Sandy
Time: 6:00pm to 9:00pm

04/12/2008 Market Smart

Location: Ogden Bus. Info Center
Address: 2444 Washington Blvd. Ogden
Time: 10:00 AM to 12:00pm

04/15/2008

SBDC Business Basic Series

Location: USU Campus, College of
Business
Address: Room 209, Logan
Time: 6:00 pm to 8:30pm

Hispanic Start Smart

Location: Ogden Bus. Info Center
Address: 2444 Washington Blvd. Ogden
Time: 6:00 pm to 8:00pm

Intensive Business Plan for Success

Location: Cache Business Resource
Center,
Address: 1400 N 1000 W, Logan
Time: 6:30 pm to 8:30 pm

04/16/2008

How To Start & Operate A New Business

Location: Salt Lake County Bldg, No Bldg,
Rm 4010
Address: 2001 So State St., Salt Lake
Time: 8:30 am to 4:30 pm

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All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

SBA's 2008 SMALL BUSINESS WINNERS FOR THE UTAH DISTRICT OFFICE

Winners to be recognized at an awards luncheon to be held Monday, May 5, 2008

David Ultrilla, President of U.S. Translation Company, South Ogden, Utah, has been selected as the 2008 Small Business Person of the Year for the Utah District Office of the U.S. Small business Administration (SBA). U.S. Translation Company founded in 1995 specializes in providing fast, accurate translation into more than 100 languages to facilitate proper, professional multilingual communication.

David Ultrilla and several other award winners will be honored at an awards luncheon on Monday, May 5, 2008, at the Joseph Smith Memorial Building. "Utah's economy is one of the strongest in the nation and continues to be one of the best places to do business. We congratulate our 2008 small business winners and champions" said Stan Nakano, SBA's Utah District Director.

The Utah Small Business award winners are as follows:

Small Business Person of the Year

David Ultrilla
U.S. Translation Company – South Ogden, Utah

Minority Small Business Champion of the Year

Robert Heyn
Pete Suazo Business Center – Salt Lake City, Utah

Home-Based Business Champion of the Year

Jill C. Elliss
USTAR – St. George, Utah

Financial Services/ Accountant Champion of the Year

Beverly King
Weber State SBDC – Ogden, Utah

Veteran Small Business Champion of the Year

Bart Davis
BMK Solutions, LLC – Midvale, Utah

Special Recognition Award

D. B Troester and Jeff DeMoss
Standard-Examiner Biz Magazine – Ogden, Utah

Financial Services/ Accountant Champion of the Year

Stephen James Robison, RCF, Inc. dba MegEvap and Robert Heyn, Pete Suazo Business Center have been selected as regional winners in SBA's Region 8, which includes the following six states: Utah, Wyoming, Colorado, Montana, North Dakota and South Dakota.

Small Business Exporter of the Year

Stephen James Robison
RCF, Inc. dba MegEvap – Fillmore, Utah

Small Business Development Center Service Excellence and Innovation Center Award

Bill Olderog and Buddy Redd
San Juan County SBDC – Blanding, Utah

Small Business Journalist of the Year

Barbara Rattle
The Enterprise Business Newspaper – Salt Lake City, Utah

Women in Business Champion

Margene Lindley Cox
Cox Honeyland and Gifts, Inc. – Logan, Utah

Region VIII Subcontractor of the Year

Stan Nakamura
NexOne – Bountiful, Utah

Lender Recognition Awards

Large – Over \$1 Billion in Assets
Medium – Over \$100 million /
less than \$1 Billion in Assets
Small – Less than \$100 million in Assets

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Save the Date:

04/16/2008

How To Form A LLC

Location Parsons Kinghorn Harris,
Address: 111 E Broadway, 11th Floor, SLC
Time: 5:30 pm to 8:30 pm

04/17/2008

Small Business Employer Tax Workshop

Location: SLCC Miller Campus
Address: 9750 s 300 W #206 Sandy
Time: 8 am to 4:30 pm

Start Smart

Location SLCC Miller Campus
Address: 9750 s 300 W #206 Sandy
Time: 3 pm to 5 pm

Fast Trac Tech Venture

Location: SLCC, Miller Campus
Address: Rm MPDC226, Sandy
Time: 6:00pm to 9:00pm

04/19/2008 **Start Smart**

Location: Ogden Bus. Info Center
Address: 2444 Washington Blvd. Ogden
Time: 10:00 AM to 12:00pm

04/22/2008 **SBDC Business Basics Series**

Location: DATC
Address: 550 East 300 South, Kaysville
Time: 6:00 pm to 8:00pm

04/23/2008 **Business To Business Expo**

Location: Salt Palace Convention Center,
Address: 100 So W Temple, Salt Lake City
Time: 10 am to 6 pm

04/24/2008

Business To Business Expo

Location: Salt Palace Convention Center,
Address: 100 So W Temple, Salt Lake City
Time: 10 am to 6 pm

Fast Trac Tech Venture

Location: SLCC, Miller Campus
Address: Rm MPDC226, Sandy
Time: 6:00pm to 9:00pm

04/29/2008 **8(a) Workshop**

Location: Federal Building,
Address: 125 South State St, Room 2222, SLC
Time: 10 am to 12 pm

The Utah Office of the U.S. Small Business
Administration cordially invites you to the 2008
Utah Small Business Award Luncheon

Joseph Smith Memorial Building – Empire Room
15 East South Temple, Salt Lake City, Utah

Monday, May 5, 2008

11:45 am to 1:30 pm

Cost \$25.00

General Questions:

Pat Fewkes (801) 524-3218

Reservations:

**Call Caryl Eriksson, Utah CDC
801-627-1333**

SBA's 2008 SMALL BUSINESS WINNERS FOR THE UTAH DISTRICT OFFICE

Winners to be recognized at an
awards luncheon to be held
Monday, May 5, 2008

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Large Lender in Utah for 7(a) and 504 Loans

7(a) and 504 - Zions First National Bank

Medium Lender in Utah for 7(a) Loans and 504 Loans

7(a) - Deseret First Federal Credit Union
504 - Bank of American Fork

Small Lender in Utah for 7(a) Loans and 504 Loans

7(a) - WebBank
504 - Continental Bank

Rural Lender Advantage (RLA) Award – 1st RLA loan in the nation

1st National Bank of Layton

National Award - One of 2 Top CDC's in the Nation

Mountain West Small Business Finance

SBA Helps Small Business Owners Win Federal Contracts with New Web-based Course

WASHINGTON — The U.S. Small Business Administration this week launched its latest free online course, **Business Opportunities: A Guide to Winning Federal Contracts**. The instructional, self-paced guide is easy to follow and available on SBA's Website at www.sba.gov/training. From the SBA's training site, click on the menu of free online courses, and then select the first course listed under Government Contracting.

The Business Opportunities online course is designed for all small businesses, especially women entrepreneurs and small firms in underserved markets that have historically had difficulty in tapping into federal contract markets. The course is comprehensive and uses both script and audio to provide information about the \$400 billion federal market, contract rules, and most importantly, where to find contract opportunities and how to sell to the government.

"Federal contracts offer many opportunities for small businesses and this training program will help prepare firms to benefit from federal buying markets," said SBA Administrator Steve Preston.

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The course module includes more than 40 links highlighting the best contracting resources and directly engages entrepreneurs in the contracting process. For example, the course encourages and leads participants to the Central Contractor Registration (CCR) – generally considered the first step in engaging in the federal market place. The course also includes several other practical "next steps," all designed to engage business owners in the federal contracting space.

Once completing the 30-minute tutorial, business owners can earn a certificate of completion from the SBA.

This Business Opportunities online course is one of more than 24 online tutorials offered by the SBA. On a typical day, 700 to 1,500 customers register for online courses offered by SBA, through its virtual campus at the Small Business Training Network (www.sba.gov/training).

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SBA's Patriot Express Loan Initiative Over \$100 Million & Counting

More Than One Thousand Loans Go To Military Service Members, Veterans, and Spouses

WASHINGTON, D.C. – In the eight months since its launch, the U.S. Small Business Administration's Patriot Express Loan Initiative has produced 1,007 SBA guaranteed loans amounting to more than \$100 million, with an average loan amount of nearly \$101,000, the SBA announced today.

"Each day sees the number of Patriot Express loans rise and the number of participating lenders, currently more than 773 nationwide, rise as well," said SBA Administrator Steve Preston. "We thank these lenders, and those coming aboard, for their special efforts on behalf of entrepreneurial veterans and others in our military community."

The Patriot Express initiative builds on the more than \$1 billion in loans SBA guarantees annually for veteran-owned businesses, and the counseling assistance and procurement support it provides each year to more than 100,000 veterans, service-disabled veterans and Reserve members.

"We have received a remarkable amount of support for Patriot Express from the lending and military communities since we launched the program," said Preston. "It is important for us to continue to support our servicemen and women. I

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SBA Patriot Express Loans (Pg. two continued) . . .

am particularly appreciative of the news media's efforts in big cities and small towns alike, to get the word out on this vital program that helps vets and our military community as it grows day by day."

Patriot Express is a streamlined loan product based on the agency's highly successful SBA Express Program, but with enhanced guaranty and interest rate characteristics.

Loans are available up to \$500,000 and qualify for SBA's maximum guaranty of up to 85 percent for loans of \$150,000 or less and up to 75 percent for loans over \$150,000 up to \$500,000. For loans above \$350,000, lenders are required to secure all available collateral to back the loan and may obtain collateral for smaller loans depending upon individual bank requirements.

Interest rate maximums for Patriot Express loans are the same as those for regular 7(a) loans: a maximum of Prime + 2.25 percent for maturities under seven years; Prime + 2.75 percent for seven years or more. Interest rates can be higher by two percent for loans of \$25,000 or less; and one percent for loans between \$25,000 and \$50,000.

Patriot Express is available to military community members including veterans, service-disabled veterans, service members leaving active duty, Reservists and National Guard members, current spouses of any of the above, spouses of active duty members, and the widowed spouse of a service member who died during service, or of a service-connected disability.

The Patriot Express Pilot Loan Initiative can be used for most business purposes. Details on the initiative can be found at www.sba.gov/patriotexpress.

Patriot Express loans have been approved in all 50 states, the District of Columbia, the U.S. Virgin Islands, Puerto Rico and Guam and currently range from \$5,000 to \$375,000 in individual loan amounts. After loan applications are approved by the bank, they are submitted to SBA for approval. Most applications are approved by SBA within 24 hours.

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Spotlight of the Month

Advanced Auto Salon

Recognizing that women have a general lack of trust for automotive service establishments, Karen Mecham decided to fill a perceived niche. On August 9th 2004, Karen, her four children,

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Spotlight of the Month Advanced Auto Salon - Continued

and an investor opened Advanced Auto Salon, an automotive detail business that employs many women and works hard to cater to female clients.

Karen launched her business career as a single mom with five kids, half of a college degree, and no way to make a living. However, quitting was not an option so she went back to school, went to work, and found a way to become self-reliant.

Before opening Advanced Auto Salon, Karen co-founded the Bringing Hope to Single Moms Foundation. She spent seven years writing curriculum, creating events, raising money, and expanding the Foundation across two states. As she taught single moms to make goals, use their money wisely, find mentors, and develop the skills to enter the job force, she realized the need for more living-wage jobs.

One of Karen's missions in establishing Advanced Auto Salon was to help women, especially single moms, get back into the workforce and create a more stable environment to raise their children. The company employs single mothers giving them a decent wage and flexible hours while allowing them to put their lives back on track. About half of the company's employees are women.

Advanced Auto Salon's management has worked hard to make women customers feel as comfortable and respected as male customers, and Karen estimates that about half of the company's customers are women. Detailers follow a strict dress code, have clean driving records, and receive customer service training in addition to being certified auto detailers. All customers receive an in-depth explanation of services and processes. The business strives to provide uncompromising customer satisfaction.

Karen has actively networked throughout the business community and built a growing word-of-mouth retail clientele. While wholesale cars provided the main revenue stream in the company's first year, Advanced Auto has now expanded into the heavy truck market. The company has recently been approached by Peterbilt and Cummings/Lever to provide detailing services at their expanding facilities.

Advanced Auto Salon is outfitted with the latest state-of-the-art equipment, including an above-ground wastewater filtration system that treats all water before allowing it to enter the sanitary sewer system, and extractors that feature a wall-mounted system that feeds into the filtration system.

As Karen steers her company's expansion, she will continue to adhere to the company's motto that "Quitting is Not an Option".

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Regulatory Flexibility Act Saves Small Businesses \$2.6 Billion in FY 2007

WASHINGTON, D.C. – Small businesses realized \$2.6 billion in first-year cost savings and \$285 million in annually recurring savings as a result of fiscal year (FY) 2007 efforts to help agencies comply with the Regulatory Flexibility Act (RFA). The law requires agencies to review the economic impacts of proposed regulations on small entities and consider less burdensome alternatives. The figures are reported in the FY 2007 edition of the Office of Advocacy's annual *Report on the Regulatory Flexibility Act*.

"Small firms are better equipped to do what they do best—grow the economy—when they are freed from coping with overly burdensome or duplicative regulations," said Chief Counsel for Advocacy Thomas Sullivan. "Federal agencies are learning that the RFA and Executive Order 13272 are valuable tools to help them consider the impact of their rules while still meeting regulatory goals."

In FY 2007, the Office of Advocacy completed its initial RFA training of rule writers in all the major regulatory agencies. President Bush mandated the training program in Executive Order 13272, signed in August 2002. The report notes that in FY 2007 the office also reviewed over 469 regulations to assess RFA compliance, convened 29 roundtables to solicit the priorities and comments of small entity stakeholders, and submitted 30 public comment letters to federal agencies on regulatory proposals.

A new chapter in the report discusses the RFA's "lookback" provision—section 610—which requires agencies to review existing regulations to determine if they are outdated, duplicative, or overly complex. The Office of Advocacy's new r3 initiative is designed to help agencies and small business stakeholders better understand and benefit from section 610 and other types of retrospective reviews of existing rules. After a process in which more than 80 rules were nominated by the small business community, Advocacy announced the top 10 rules for agency review in 2008 at the National Press Club in Washington, DC, February 28.

Find out more about the initiative by visiting www.sba.gov/advo/r3.

The Office of Advocacy, the "small business watchdog" of the federal government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress, and the President. It is the source for small business statistics presented in user-friendly formats, and it funds research into small business issues.

Lender	March Loan Numbers	March Total Loan Dollars	YTD Loan Numbers	YTD Loan Dollars
AMEGY BANK NATIONAL ASSOCIATION	0	0	0	0
AMERICA FIRST FCU	14	\$340,000	87	2,360,000
AMERICA WEST BANK	3	\$295,000	11	4,018,000
AMERICAN BANK OF COMMERCE D/B/A AMBANK	0	0	2	178,300
AMERICANWEST BANK	0	0	19	3,560,000
BANCO POPULAR NORTH AMERICA	2	330,000	25	12,745,600
BANK OF AMERICA, NATIONAL ASSOCIATION	0	0	1	10,000
BANK OF AMERICAN FORK	0	0	7	2,723,500
BANK OF UTAH	2	763,400	11	4,097,000
BARNES BANKING COMPANY	0	0	1	250,000
BEEHIVE CU	4	157,900	21	752,900
CAPITAL COMMUNITY BANK	1	120,000	1	120,000
CAPITAL ONE BANK	3	135,000	19	845,000
CAPITAL ONE, NATIONAL ASSOCIATION	1	100,000	5	350,000
CELTIC BANK CORPORATION	4	1,584,000	29	14,918,000
CENTRAL BANK	4	300,400	9	1,087,800
CIT SMALL BUSINESS LENDING CORPORATION	1	332,000	3	1,303,000
COMERICA BANK	0	0	1	150,000
CONTINENTAL BANK	0	0	1	150,000
CYPRUS FCU	0	0	2	350,000
DESERET FIRST FCU	5	200,000	20	835,400
FIRST NATIONAL BANK OF LAYTON	2	835,000	3	1,010,000
FIRST UTAH BANK	4	269,500	13	970,000
FRONTIER BANK, FSB	0	0	1	100,000
GOLDENWEST FCU	5	160,000	31	900,000
GRANITE FCU	0	0	4	180,000
HORIZON UTAH FCU D/B/A HORIZON CU	0	0	2	153,000
IRWIN UNION BANK AND TRUST COMPANY	0	0	1	350,000
JORDAN FCU	4	105,000	12	383,000
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	13	638,700	92	4,824,200
KEYBANK NATIONAL ASSOCIATION	1	20,000	17	2,630,800
LEHMAN BROTHERS BANK, FSB	0	0	3	1,460,900
MOUNTAIN AMERICA FCU	72	2,981,100	348	13,036,500
MOUNTAIN WEST BANK	0	0	5	553,500
MOUNTAIN WEST SMALL BUSINESS FINANCE	16	12,961,000	86	46,649,000
NEVADA STATE BANK	0	0	1	50,000
SALT LAKE CITY CU	1	25,000	3	80,000
SILVER STATE BANK	0	0	2	272,500
SOUTHWEST COMMUNITY FCU	1	86,000	5	221,000
STATE BANK OF SOUTHERN UTAH	3	286,600	14	1,643,700
SUPERIOR FINANCIAL GROUP, LLC	0	0	1	5,000
TOOELE FCU	4	142,500	11	616,700
UPS CAPITAL BUSINESS CREDIT	1	817,000	1	817,000
U.S. BANK NATIONAL ASSOCIATION	6	1,194,300	36	7,124,900
UNITED WESTERN BANK	0	0	1	1,740,000
UTAH CERTIFIED DEVELOPMENT COMPANY	10	5,017,000	41	17,454,000
UTAH FIRST FCU	1	80,000	1	80,000
WACHOVIA SBA LENDING, INC.	0	0	3	2,389,200
WASHINGTON MUTUAL BANK	0	0	9	321,500
WEBBANK	2	802,000	17	4,485,000
WELLS FARGO BANK GRAND JUNCTION-DOWNTOWN, NATIONAL ASSOCIATION	0	0	1	539,700
WELLS FARGO BANK, NATIONAL ASSOCIATION	1	150,000	30	3,793,700
ZIONS FIRST NATIONAL BANK	54	3,774,500	360	28,724,300
Totals	245	\$35,002,900.00	1,430	\$194,363,600.00